

Message Text

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PAGE 01 ROME 02826 231249Z

43

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TO SECSTATE WASHDC PRIORITY 5871

INFO AMCONSUL GENOA

UNCLAS ROME 2826

E.O. 11652: N/A

TAGS: OEXC EINV ETRD

SUBJECT: CANDIDATES FOR MULTI-REGIONAL PROJECT ON INTERNATIONAL
INVESTMENT

REF: STATE 7513

1. ROME PROPOSES TO NOMINATE GIULIO ARNONE FOR THE MULTI-REGIONAL PROJECT ON INTERNATIONAL INVESTMENT, AND ALTERNATIVE ENRICO ZANELLI. REQUESTED INFORMATION FOLLOWS:
GIULIO ARNONE. BORN PALERMO, ITALY, FEBRUARY 26, 1931.
UNIVERSITY OF BOLOGNA DEGREE IN ECONOMICS. MARRIED, FOUR CHILDREN, LIVING IN ROME. MR. ARNONE IS WITH THE INSTITUTE FOR THE ASSISTANCE FOR THE DEVELOPMENT OF THE MEZZOGIORNO (IASM). THE CASSA OR FUND FOR THE MEZZOGIORNO FUNDS THE ORGANIZATION. HE IS INVESTMENT PROMOTION OFFICER AND HAS THREE STAFF PEOPLE REPORTING TO HIM. HE IS RESPONSIBLE FOR THE FINANCIAL AND FISCAL ASPECTS OF THE PROMOTION OF INVESTMENT IN SOUTHERN ITALY. HE SPEAKS VERY GOOD ENGLISH, REFLECTING HIS THREE YEARS' EXPERIENCE IN THE U.S. WHERE HE STUDIED AND LATER WORKED FOR NOW-DEFUNCT HAYDEN-STONE, A BROKERAGE FIRM. MR. ARNONE WAS INTERVIEWED BY TWO AMERICAN OFFICERS AND APPEARS TO BE A VERY GOOD CANDIDATE FOR THE INTERNATIONAL INVESTMENT PROJECT. HIS EXPERIENCE INCLUDES DEALING WITH INVESTMENT IN ITALY FOR THE FOLLOWING U.S. FIRMS:
LITTON, BRISTOL-MYERS, TEXAS INSTRUMENTS, W.R. GRACE, AND OTHERS. HE IS KEENLY AWARE OF THE ROLE INTERNATIONAL
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PAGE 02 ROME 02826 231249Z

INVESTMENT PLAYS IN HIS OWN COUNTRY AND IS VERY CONVERSANT

WITH SPECIFIC ASPECTS OF INVESTMENT INCENTIVES. HE HAS BEEN WITH HIS ORGANIZATION FOR NINE YEARS AND APPARENTLY HAS A BRIGHT FUTURE. HE IS THE REPRESENTATIVE OF HIS ORGANIZATION TO CISL, THE CHRISTIAN DEMOCRATIC PARTY-LINKED LABOR ORGANIZATION. HE IS EAGER AND WILLING TO PARTICIPATE AND HIS ORGANIZATION MAY ASSUME SOME PART OF HIS EXPENSES ON THIS PROGRAM. IF SELECTED, MR. ARNONE IS INTERESTED IN MEETING WITH BANK OFFICIALS AND OFFICIALS OF GOVERNMENT AND PRIVATE ORGANIZATIONS INVOLVED WITH THE MOST MODERN AND TECHNOLOGICALLY ORIENTED INDUSTRIES. AS HE IS INTERESTED IN SUCH AREAS, THE AEROSPACE AND ELECTROMECHANICAL AND ELECTRONICS INDUSTRIES OF CALIFORNIA AND NEW ENGLAND WOULD BE OF PARTICULAR INTEREST. A POSITIVE COMMITMENT TO A YOUNG PERSON SUCH AS THIS SHOULD HAVE A MULTIPLICATIVE EFFECT WITH THE ORGANIZATIONS AND FIRMS WITH WHICH MR. ARNONE DEALS.

2. ALTERNATIVE CANDIDATE:

ENRICO ZANELLI. BORN NAPLES, ITALY, FEBRUARY 27, 1932. HOLDS LAW DEGREE FROM UNIVERSITY OF GENOA AND MASTER OF LAWS FROM HARVARD LAW. LIVES IN GENOA WHERE HE IS FULL PROFESSOR OF LAW AT UNIVERSITY OF GENOA. TEACHES CORPORATE AND BUSINESS LAW, LAW AND ECONOMICS, LABOR LAW, AND PATENTS. HE IS A MEMBER OF THE ITALIAN BAR ORGANIZATION. ALSO MEMBER OF BOARD OF DIRECTORS OF PHILIPS S.P.A. IN MILAN. AMONG HIS MANY BUSINESS AND TEACHING ACTIVITIES, HE HAS WRITTEN SEVERAL BOOKS AND ARTICLES IN HIS FIELD AND IS INVOLVED IN PREPARING SOME OF THE EVENTS CONNECTED WITH THE U.S. BICENTENNIAL CELEBRATION SCHEDULED FOR GENOA IN MAY. MR. ZANELLI HAS A STRONG INTEREST IN THE U.S. ALTHOUGH NOT PERSONALLY INTERVIEWED FOR THIS PROGRAM SPECIFICALLY, HE IS KNOWN TO THE COMMERCIAL COUNSELOR. HIS INTERESTS, AS MR. ARNONE'S ABOVE, INDICATE THAT HIGH TECHNOLOGY INDUSTRIES AND COMPANIES INTERESTED NOT ONLY IN SIMPLE DIRECT INVESTMENT BUT IN LICENSING AND JOINT VENTURES WOULD BE GOOD PROGRAMMING CHOICES.

3. PLEASE ADVISE AMEMBASSY ROME AND AMCONSUL GENOA OF DECISIONS ASAP. NAME CHECKS INITIATED.

4. PLEASE ADVISE LATEST COST FIGURE FOR POST IV BUDGET PURPOSES.
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PAGE 03 ROME 02826 231249Z

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